

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

July 25, 1997

RJR Account #509977
Mr. F. Stewart
H. FOURTUNIS DBA A-W

SEPTEMBER WINSTON B2G2F LIGHTERS / PROMOTION #700649

Dear Fred:

WINSTON regular product has been ordered (see quantities listed below), as well as 123 skus of B2G2F Lighter Sleeves / Displays (Item #527552) to pack and ship this promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

| <u>UPC Code</u> | <u>WINSTON</u> <u>Brand Style</u> | <u>Case</u> <u>Size</u> | <u>#/ Cases</u> |
|-----------------|--------------------------------------|----------------------------|-----------------|
| 12300-11112 | Light | 12M | <u>2</u> |
| 12300-11906 | Light Box | 6M | <u>3</u> |
| 12300-11012 | Full Flavor | 12M | <u>2</u> |
| 12300-11212 | Full Flavor Box | 12M | <u>3</u> |

Product Arrival: August 11, 1997

Premium Arrival: August 11 and 18, 1997

(Lighter Displays will be shipped in two shipments:

63 SKUs on 8/11 and 60 SKUs on 8/18/97)

Ship Date to Retail: Week of: August 25, 1997

SKU CUBE: 1.7150

SKU WT (w/o Product): 6.6200 lbs

Retail Sales Offer per Sku: 20 units

Billing per Sku: 4 Full Price Cartons

EFT \$ Amount: \$6,027.95

51855 9893

-2-

B2GFP

H. FORTUNIS DBA A-W

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-2-free-lighters sleeves. Two packs of Winston product should be placed into the sleeve. Consumer purchases two packs, receives two Winston 'No Bull' Lighters free.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$231.00 (8.25 case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: 162309

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-WINB2.DOC

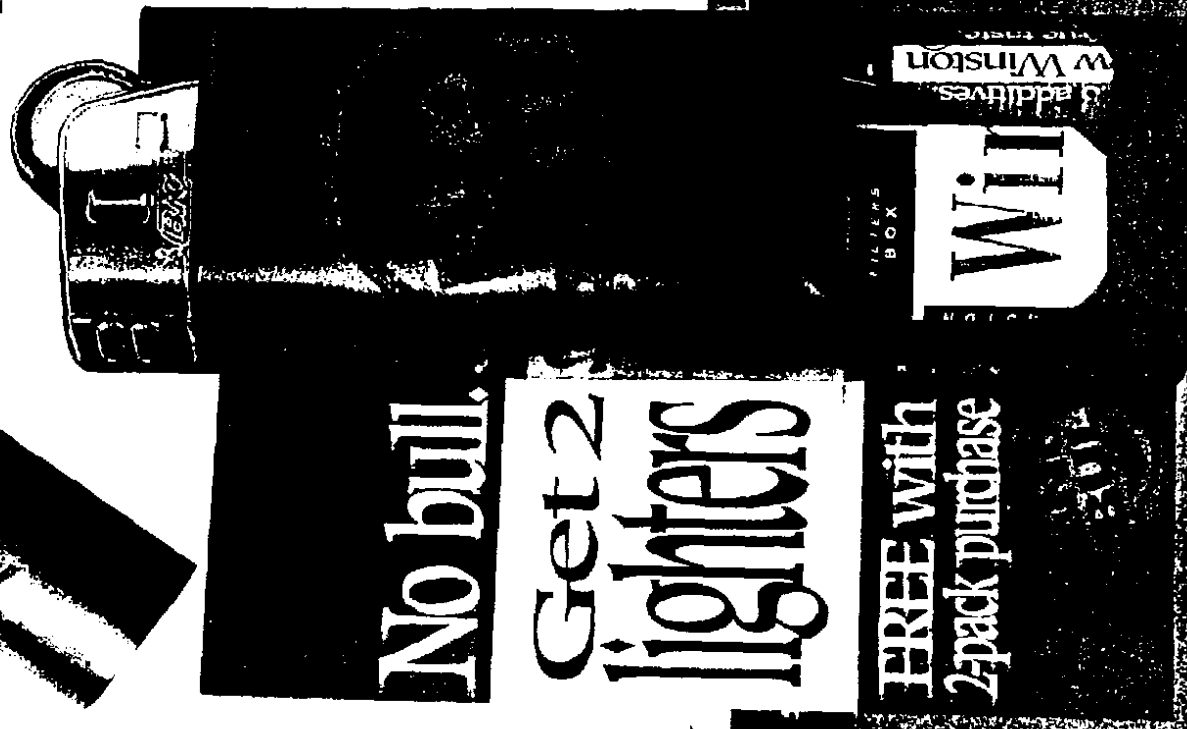
51855 9894

Two free No Bull Lighters.

- Special September offer: Buy two packs of new, no-additive Winston, get two free No Bull lighters

- Special packaging
- Attention-getting displays
- Proven traffic builder

51855 9895



WHOLESALE : 509977 HARRY FOURTUNIS, INC. <DIRECT>
TEMPLATE : 700649 70900 WIN SEP B2G LTRS
TEMPLATE SEQ : 0013
SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|----------------------|-------------------|----------------|----|-------|-----|-----|----------|----------|----------------|
| 122206 | 122224 | 179404 | PLEASANT BRIAR SVC | 1168 PLEASANTVILL | BRIARCLIFF MNR | NY | 10510 | 2 | | | | (914) 762-8418 |
| 122206 | 122224 | 248288 | AQUEDUCT RD., INC. | 190 AQUEDUCT RD | WHITE PLAINS | NY | 10606 | 1 | | | | (914) 682-9404 |
| 162308 | 162329 | 130749 | CHANINGVILLE DELI | 23 CHANNINGVILLE | WAPPINGERS FAL | NY | 12590 | 1 | | | | (914) 297-1232 |
| 162308 | 162329 | 562452 | SIXTY SOUTH AVE. IN | DBA VILLAGE SERVI | WAPPINGERS FLS | NY | 12590 | 1 | | | | (914) 297-1414 |
| 162309 | 162330 | 179371 | MINI MARKET | 501 HIGHLAND AVE | PEEKSKILL | NY | 10566 | 1 | | | | (914) 737-2221 |
| 162309 | 162330 | 179408 | DA ROSE CORNER STOR | 102 ALBANY POST R | BUCHANAN | NY | 10511 | 1 | | | | (214) 739-6991 |
| 162309 | 162330 | 179440 | MONUMENT STATIONERY | 314 HIGHLAND AVE | PEEKSKILL | NY | 10566 | 1 | | | | (914) 737-9802 |
| 162309 | 162330 | 546043 | PEEKSKILL STATIONER | 987 MAIN ST | PEEKSKILL | NY | 10566 | 1 | | | 6807 | (914) 736-0380 |
| 162309 | 162329 | 696105 | DELTA MOTORS | 35 SMADBELU AVENU | CARMEL | NY | 10512 | 1 | | | | (914) 228-1660 |
| 162309 | | 716251 | SOMERS MOBIL | 291 ROUTE 100 | SOMERS | NY | 10589 | 1 | | | | (914) 277-8539 |
| 162309 | 162329 | 769481 | PUTNAM LAKE MKT. INC | 74 FAIRFIELD DRIV | PATTERSON | NY | 12563 | 2 | | | | (914) 279-5905 |
| 162309 | | 787069 | FUEL & WASH | 91 GLENEIDA AVE | CARMEL | NY | 10512 | 1 | | | | (914) 225-9727 |
| 162309 | 162330 | 480979 | BAISLEYS & MARAZINO | 800 HUDSON AVE | PEEKSKILL | NY | 10566 | 1 | NYS | | | (914) 737-1300 |

PAGE BREAK TOTAL ACCOUNTS 13 TOTAL QUANTITY 15

TEMPLATE TOTAL ACCOUNTS 13 TOTAL QUANTITY 15

+ 108

123

WHOLESALER : 203290 HARRY FOURTUNIS, INC. <DIRECT>
 TEMPLATE : 700649 70900 WIN SEP B2G LTRS
 TEMPLATE SEQ : 0013
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|----------------------|-------------------|----------------|----|-------|-----|-----|-----------|----------|----------------|
| 122105 | | 180023 | HARTELLS GROCERY IN | 326 N BROADWAY | UPPER NYACK | NY | 10960 | 2 | | | | (914) 358-1250 |
| 122204 | 122220 | 340514 | TANGLEWOOD STATR'Y | 2264 CENTRAL PARK | YONKERS | NY | 10710 | 2 | | | | (914) 793-5061 |
| 122206 | 122224 | 291105 | DONAHUES VARIETY | 121 LAKE ST | WHITE PLAINS | NY | 10604 | 2 | | | | (914) 684-9224 |
| 122206 | | 734739 | ARCADIAN CARD & GIF | 230 S HIGHLAND AV | OSSINING | NY | 10562 | 1 | | | | (914) 762-0351 |
| 133005 | 133030 | 087076 | DELIKWICK | RT 208 & CLOVE RO | BLOOMING GROVE | NY | 10914 | 1 | | | | (914) 783-4455 |
| 133005 | 133030 | 130769 | 84 QUIK STOP | ROUTE 17M | NEW HAMPTON | NY | 10958 | 1 | | | | (914) 374-2208 |
| 133005 | 133030 | 179116 | QUAKER CREEK | STORE, INC. | GOSHEN | NY | 10924 | 1 | | | | (914) 258-4570 |
| 133005 | 133030 | 696085 | SHAIKAT CIGARETTE V | RRT BOX 13 | GOSHEN | NY | 10924 | 1 | | | | (914) 294-3219 |
| 133005 | 133030 | 600426 | A PLUS | 590 BROOKSIDE AVE | CHESTER | NY | 10918 | 1 | NYS | 0362-0102 | | (914) 469-7552 |
| 162210 | 162227 | 130376 | OTTISVILLE CONV ST | ROUTE 211 | OTISVILLE | NY | 10963 | 1 | | | | (914) 386-1462 |
| 162210 | | 704978 | HARRY FOURTUNIS | 261 NORTH ST | MIDDLETOWN | NY | 10940 | 3 | | | | (914) 342-2650 |
| 162210 | 162233 | 178194 | CORNER STORE | 37 S MAIN ST | LIBERTY | NY | 12754 | 1 | | | | (914) 292-9087 |
| 162210 | 162227 | 178898 | CINOTTIS MARKET | 11 MINE HILL RD | OTISVILLE | NY | 10963 | 2 | | | | (914) 386-2291 |
| 162210 | 162227 | 178902 | PERINO'S DELI. | ROUTE 6 | SLATE HILL | NY | 10973 | 1 | | | | (914) 355-8686 |
| 162210 | 162227 | 179180 | LAKES OF CIRCLEVILL | ROUTE 302 | CIRCLEVILLE | NY | 10919 | 1 | | | | (914) 361-2871 |
| 162210 | | 485720 | WALKER VALLEY GROC | ROUTE 52 BOX 315 | WALKER VALLEY | NY | 12588 | 1 | | | | (914) 744-3051 |
| 162210 | 162227 | 576432 | 7-11 #15471 | 809 RT. 211 | MIDDLETOWN | NY | 10940 | 1 | | 0001-0402 | | (914) 692-6422 |
| 162210 | 162227 | 580170 | WOODRIDGE SUPERMKT | MAIN STREET | WOODRIDGE | NY | 12789 | 1 | | | | (914) 434-7788 |
| 162210 | 162227 | 650720 | GOLDEN EMBERS TOBAC | 23 NORTH ST | MIDDLETOWN | NY | 10940 | 1 | | | | (914) 343-3373 |
| 162210 | 162227 | 688667 | FAIR OAKS GENERAL S | RR 8 BOX 279 | MIDDLETOWN | NY | 10940 | 1 | | | | (914) 361-4630 |
| 162210 | 162233 | 705602 | KELLY'S DELI | 210 N MAIN ST | LIBERTY | NY | 12754 | 1 | | | | (914) 292-1182 |
| 162210 | 162227 | 966204 | ROBERT L WILSON | 650 ROUTE 211 E | MIDDLETOWN | NY | 10940 | 2 | | | | (914) 692-3022 |
| 162305 | 162328 | 754480 | M&M MOBIL, INC. | 1000 FLATBUSH RD | KINGSTON | NY | 12401 | 1 | | | | (518) 336-2793 |
| 162306 | 162227 | 178453 | JAMES' GENERAL STOR | PO BOX 346 | NAPANOCH | NY | 12458 | 1 | | | | (914) 647-5973 |
| 162306 | 162327 | 900015 | RONDOUT VALLEY GROC | PO BOX 416 ROUTE | ACCORD | NY | 12404 | 1 | | | | (914) 626-4661 |
| 162307 | 162327 | 047278 | DOLAN'S MARKET | 37 WALLKILL AVENU | WALLKILL | NY | 12589 | 1 | | | | (914) 895-2211 |
| 162307 | | 542363 | HILTON GIBSON MILLE | 208 MACARTHUR AVE | NEW WINDSOR | NY | 12553 | 6 | | | | (914) 562-0353 |
| 162307 | 162327 | 178861 | DAIRY MART 6696 | 152 NORTH ST | NEWBURGH | NY | 12550 | 1 | | 0205-1100 | | (914) 561-7640 |
| 162307 | | 769307 | MAISIES QWIK DELI | 357 N PLANK RD | NEWBURGH | NY | 12550 | 1 | | | | (914) 564-5866 |
| 162307 | 162327 | 567459 | H.N. OF NEWBURGH, IN | 352 BROADWAY | NEWBURGH | NY | 12550 | 2 | | | | (914) 562-6683 |
| 162307 | | 578991 | LAHEY'S MIDWAY | 264 QUASSAICK AVE | NEW WINDSOR | NY | 12553 | 1 | | | | (914) 561-8533 |
| 162307 | 162328 | 594992 | BRIDGE CIRCLE DELI | 77 MILTON AVE | HIGHLAND | NY | 12528 | 1 | | | | (914) 691-2221 |
| 162307 | 162327 | 596448 | SIDDIQUE PETROLEUM | 185 MAIN ST | NEW PALTZ | NY | 12561 | 3 | | | 913178 | (914) 255-0322 |
| 162307 | 162327 | 619745 | SAMUELS DISCOUNT CT | 1019 RT. 17K UNIT | MONTGOMERY | NY | 12549 | 4 | | | | (914) 457-5891 |
| 162307 | 162327 | 632155 | BLUESTAR INT. ENT. | 160 NORTH ST | NEWBURGH | NY | 12550 | 1 | | | | (914) 562-1111 |
| 162307 | 162327 | 638321 | ONTERIO ENTERPRISES | 30 S PLANK RD | NEWBURGH | NY | 12550 | 1 | | | | (914) 565-1449 |
| 162307 | 162327 | 698921 | LAKESIDE CONV DELI | RT 52 & LAKESIDE | NEWBURGH | NY | 12550 | 1 | | | | (914) 566-0622 |
| 162307 | 162327 | 769211 | MIDDLEHOPE DELI INC | 626 ROUTE 9W | MIDDLE HOPE | NY | 12550 | 1 | | | | (914) 561-3155 |
| 162307 | 162327 | 178944 | PETE'S MARKET | 271 WASHINGTON ST | NEWBURGH | NY | 12550 | 1 | | | | (914) 562-5521 |
| 162307 | 162330 | 178975 | FARICELLAS MARKET | 140 WALSH AVE | NEW WINDSOR | NY | 12553 | 1 | | | | (914) 561-5450 |
| 162307 | | 179178 | MIKES DELI | 135 UNION ST | MONTGOMERY | NY | 12549 | 1 | | | | (914) 457-5411 |
| 162307 | 162328 | 209935 | ARDONIA GENERAL ST | RT 44-55 | CLINTONDALE | NY | 12515 | 1 | | | | (914) 883-6655 |

WHOLESALE : 201290 HARRY FOURTUNIS, INC. <DIRECT>
 TEMPLATE : 700649 70900 WIN SEP B2G LTRS
 TEMPLATE SEQ : 0013
 SALES LEVEL : 16XXXX

| TERR | RETAIL | ACCT | NAME | ADDRESS | CITY | ST | ZIP | QTY | TAX | CHAIN-ID | SUPPLIER | ACCT PHONE # |
|--------|--------|--------|---------------------|-------------------|----------------|----|-------|-----|-----|-----------|----------|---------------|
| 162307 | 162327 | 179019 | MIDDLEHOPE GEN STOR | 640 ROUTE 9W | MIDDLE HOPE | NY | 12550 | 1 | NYS | | | (914)562-9764 |
| 162307 | 162327 | 769218 | A-PLUS #60026 | 78 STATE ROUTE 17 | NEWBURGH | NY | 12550 | 1 | NYS | 0362-0102 | | (914)564-2992 |
| 162307 | | 331060 | NORTH PLANK MOBIL | 175 N PLANK RD | NEWBURGH | NY | 12550 | 1 | NYS | | | (914)561-2111 |
| 162307 | 162327 | 340741 | A-PLUS #60027 | 510 BROADWAY | NEWBURGH | NY | 12550 | 1 | NYS | 0362-0102 | 046458 | (914)561-5166 |
| 162308 | 162329 | 068529 | BARB'S DELICATESSEN | SPRING STREET | BEACON | NY | 12508 | 1 | | | | (914)831-0092 |
| 162308 | | 511360 | FOUR STAR WHOLESALE | 67 COTTAGE ST | POUGHKEEPSIE | NY | 12601 | 5 | | | | (914)473-1793 |
| 162308 | 162328 | 130383 | K & D DELI, INC. | 264 NORTH RD | POUGHKEEPSIE | NY | 12601 | 1 | | | 203290 | (914)471-1607 |
| 162308 | 162328 | 178627 | SOUTHGATE DELI. AND | 658 SOUTH RD | POUGHKEEPSIE | NY | 12601 | 1 | | | | (914)462-1911 |
| 162308 | 162329 | 178726 | AMENIA VARIETY | ROUTE 22 & 44 | AMENIA | NY | 12501 | 2 | | | | (914)373-8300 |
| 162308 | 162329 | 179411 | HUGHSON FOODMART IN | DAIRY MART # 6614 | HUGHSONVILLE, | NY | 12537 | 1 | | 0205-1100 | | (914)297-9987 |
| 162308 | 162328 | 330754 | 9G CITGO | 403 VIOLET AVE | POUGHKEEPSIE | NY | 12601 | 2 | | | | (914)454-6924 |
| 162308 | 162328 | 411813 | SALT POINT GETTY | BOX 179 RD 1 RT 4 | SALT POINT | NY | 12578 | 1 | | | | (914)677-9852 |
| 162308 | 162328 | 440786 | ABC GROCERY | 22 DE LAVAL PL | POUGHKEEPSIE | NY | 12601 | 2 | | | | (914)454-1141 |
| 162308 | 162328 | 463524 | P & Z ENTERPRISES | 81 FALLKILL AVE | POUGHKEEPSIE | NY | 12601 | 1 | | | | (914)454-6281 |
| 162308 | 162329 | 473929 | HARLEM VALLEY BEVER | ROUTE 22 | WINGDALE | NY | 12594 | 1 | | 1695-0000 | | (914)832-9093 |
| 162308 | 162328 | 619772 | GETTY SERVICE STATI | 355 MILL ST | POUGHKEEPSIE | NY | 12601 | 5 | | | | (914)473-1442 |
| 162308 | 162328 | 667150 | RED OAKS DELI MART | 17 VASSAR RD | POUGHKEEPSIE | NY | 12603 | 1 | | | | (914)462-4123 |
| 162308 | 162329 | 667776 | SUNOCO RT. 22 | RTE 22 | DOVER PLAINS | NY | 12522 | 1 | | | | (914)877-3749 |
| 162308 | 162328 | 669437 | S&D FOOD STORE INC | 250 HOOKER AVE | POUGHKEEPSIE | NY | 12603 | 1 | | | | (914)471-7344 |
| 162308 | 162329 | 669448 | DAIRY MART #6612F | MYERS CORNERS RD | WAPPINGERS FLS | NY | 12590 | 1 | | | | (914)297-9990 |
| 162308 | 162328 | 682626 | AL ROYAL PETRO INC | RTE 9G 646 VIOLET | HYDE PARK | NY | 12538 | 1 | | | | (914)229-1252 |
| 162308 | 162329 | 696040 | SUNOCO S/S | FAMILY QUICK STOP | HOPEWELL JCT | NY | 12533 | 1 | | | | (914)227-9221 |
| 162308 | 162328 | 746373 | PMK PETROLEUM BP | 340 VIOLET AVE | POUGHKEEPSIE | NY | 12601 | 1 | | | | (914)486-4199 |
| 162308 | 162329 | 843136 | FAMILY QUICK STOP | 10 WEST MAIN STRE | PAWLING | NY | 12564 | 1 | | | | (914)855-9220 |
| 162309 | 162329 | 068522 | GARRISON MART | PO BOX 48 | GARRISON | NY | 10524 | 1 | | | | (914)424-3837 |
| 162309 | | 922459 | HAVERSTRAW SUPERETT | 21 BROADWAY | HAVERSTRAW | NY | 10927 | 1 | | | | (914)429-9876 |
| 162309 | 162330 | 179143 | JAYS DELI | 497 ROUTE 32 | HIGHLAND MILLS | NY | 10930 | 1 | | | | (914)928-2803 |
| 162309 | 162329 | 179311 | KOEBACKERS MARKET | 90 N MAIN ST | BREWSTER | NY | 10509 | 1 | | | | (914)279-3515 |
| 162309 | | 179608 | BREWSTER SUPERETTE | 50 CARMEL AVE | BREWSTER | NY | 10509 | 1 | | | | (914)279-3415 |
| 162309 | 162329 | 242620 | FAIRFIELD FOOD AND | FUEL CORP. | BREWSTER | NY | 10509 | 1 | | | | (914)279-4419 |
| 162309 | | 365630 | DAVIG CORP. D/B/A | EASY STOP | BREWSTER | NY | 10509 | 1 | | | | (914)279-6333 |
| 162309 | | 397629 | BASSO DELI, INC. | D/B/A M & R MARKE | FORT MONTGOMER | NY | 10922 | 1 | | | | (914)446-9580 |
| 162309 | 162330 | 436555 | D A K S TECH., INC. | 4 SMITH CLOVE RD | CENTRAL VALLEY | NY | 10917 | 1 | | | | (914)928-9614 |
| 162309 | 162329 | 460627 | STORMVILLE CITGO | ROUTE 216 | STORMVILLE | NY | 12582 | 1 | | | | (914)227-6917 |
| 162309 | | 486368 | GINO'S DELI. | TOWNERS ROAD | CARMEL | NY | 10512 | 1 | | | 904292 | (914)225-1188 |
| 162309 | 162330 | 728412 | SHIVAM VARIETY INC. | 307 MAIN ST | HIGHLAND FALLS | NY | 10928 | 1 | | | | (914)446-2510 |
| 162309 | 162330 | 745253 | HARRIMAN EXXOM | 2 MELODY LANE NOR | CENTRAL VALLEY | NY | 10917 | 1 | | | | (914)782-7589 |

PAGE BREAK TOTAL ACCOUNTS 79 TOTAL QUANTITY 108

TEMPLATE TOTAL ACCOUNTS 79 TOTAL QUANTITY 108

07/25/97 13:12
MASTER ORDER NBR: 7206-0610

| | | | |
|---------|----------|---|--------|
| MAXIMUM | ORIGINAL | L | REMAIN |
| ORDER | ALLOC | E | ALLOC |
| QTY | QTY | V | QTY |
| | 5103 | R | 3529 |

63 527552 WIN SEPT B2G2F LTRS/PO 20 SKU

60- 8/18/97

PF1 - HELP

H. Foustun's

51855 9899

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

08/27/97

| | |
|--------------------------|----------------------|
| ACCOUNT NUMBER: 509977 | W.FOURTUNIS DBA A-W |
| VOUCHER NUMBER: 15367371 | 15 REV GF WIGGINS PL |
| DATE WRITTEN: 08/27/97 | PEEKSKILL , NY 10566 |
| STATUS: PAID | |
| AMOUNT PAID: 231.00 | SEND CHECK TO: ROU |

| DESCRIPTION | UNITS | AMOUNT |
|------------------|-------|--------|
| '97 VAP PK & SHP | 8.25 | 231.00 |

EXPLANATION: SEPT: WINSTON B2G2F LIGHTERS 700649 / 162309

51855 9900